

# W. T. GRANT COMPANY

## ANNUAL REPORT

1943

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**W. T. GRANT COMPANY**  
**ANNUAL REPORT**  
**1943 Fiscal Year**

To be submitted to the  
Meeting of Stockholders  
May 16, 1944  
1441 Broadway, New York, N. Y.

## BOARD OF DIRECTORS

William T. Grant, *Chairman*

John G. Byler

Karl D. Gardner\*

Joseph W. Chinn

John M. Hancock

Howland S. Davis

James L. O'Neill

Raymond H. Fogler

Robert R. Updegraff

Clayton E. Freeman

William B. Warner

\*Deceased, February 25, 1944

## OFFICERS

William T. Grant, *Chairman of the Board*

Raymond H. Fogler, *President and General Manager*

Louis C. Lustenberger, *Vice-President*

Edward Staley, *Vice-President*

John B. Boyle, *Vice-President*

John G. Byler, *Vice-President and Treasurer*

George I. Mason, *Secretary*

Robert A. Seidel, *Comptroller*

M. F. Ketz, *Assistant Comptroller*

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### Executive Office

1441 Broadway, New York, N. Y.

#### Transfer Agent

Guaranty Trust Company  
of New York

#### Registrar

Bankers Trust Company  
New York, N. Y.

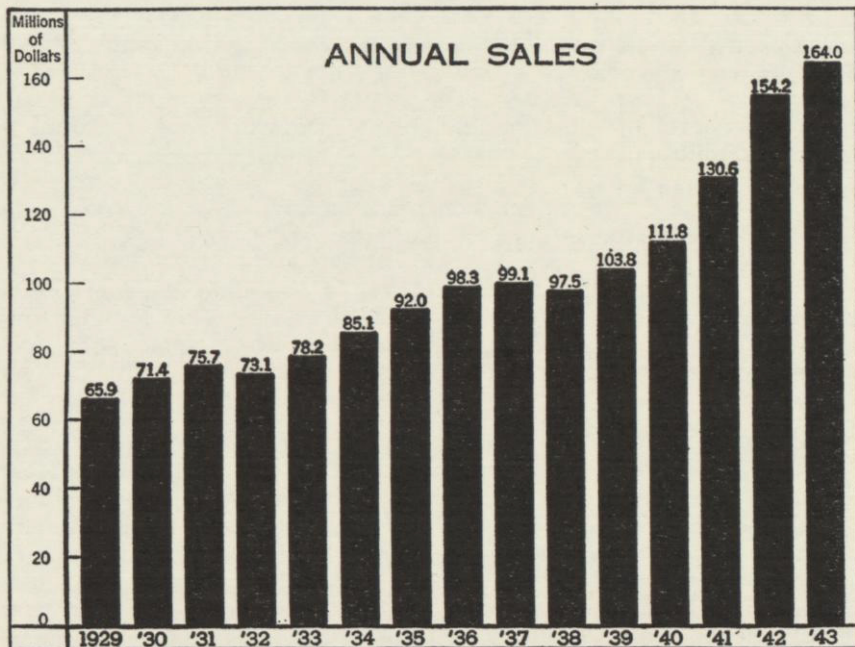
New York, N. Y., April 26, 1944

To the Stockholders of the W. T. Grant Company:

This Annual Report contains the Consolidated Balance Sheet, Profit and Loss, and Surplus Statements for the fiscal year ended on January 31, 1944.

### Results of the Year

Sales of \$163,983,317 were again the largest in the history of the company. This is an increase of \$9,778,864 or 6.3% over sales of \$154,204,453 in the previous year. The increase in sales was greatest during the first half of the year. During the final six months sales were approximately the same as in the corresponding period of 1942.



Net earnings for the year were \$3,810,345, a small increase over the \$3,762,223 earned in the previous year. After full dividends on the preferred stock earnings were equivalent to \$2.91 per share on the common stock which compares with \$2.86 in the previous year. During 1943 dividends of \$1.40 per share were paid on the common stock which is the same as was paid in the previous year.

Earnings before taxes were \$10,406,345 as compared with \$9,683,723 in the previous year. Federal Income and Excess Profits Taxes are estimated to be \$6,596,000. This does not include \$498,000 of Excess Profits Taxes which will be refunded to the company after the close of the war. In the previous year provision for taxes was \$5,921,500.

On January 31, 1944, the balance sheet showed current assets of \$36,339,590 including \$11,490,309 cash, and current liabilities of \$11,650,184. Not included in these figures were \$6,000,000 in United States Tax Notes purchased for use in payment of a portion of accrued tax liability. Working capital of \$24,689,406 increased by \$2,240,031 during the year. Surplus at the end of the year was \$23,972,232, an increase of \$1,796,419.

At the end of the year merchandise inventories including goods in transit were \$24,132,446 which compares with inventories of \$21,675,697 a year ago. The company is continuing a conservative policy on merchandise inventories and at the time of this report both inventories and commitments are below the similar date a year ago. Every effort is being made to keep inventories in proper balance with sales and to be in liquid position when merchandise of pre-war types and quality is again available.

Total wages and compensation paid employees for the year were \$24,089,309, an increase of \$2,356,486 over 1942.

At the end of the year 493 stores were in operation, the same number as were operating at the end of the previous year. Repairs and maintenance of equipment in existing stores were reasonably adequate, in view of restrictions on the use of materials.

#### **Organization and Personnel**

Aside from merchandise shortages, the greatest wartime problem faced by the company, is in the maintenance of an adequate managerial and sales organization. Military service, shifts to defense industries, and family relocations account for the far greater than normal turnover of employees. The number of men in the armed services has increased to 1,075. Among them are 186 store managers, difficult to replace because of their years of training and experience. The short-

age in trained managerial personnel has been partially solved by promoting women to managerial positions. At present 32 stores are being managed competently by women.

With the general shortage of experienced saleswomen to wait on customers, the company has converted a number of smaller stores to a "self service" basis. Store layouts and displays have been modified to facilitate the selection of merchandise by the customer, permitting the store organization to devote the bulk of their time to merchandising and store up-keep. It is too early to predict the effect of this experiment on the post-war merchandising program of the company.

Our employees continue active in the sale of War Savings Bonds and Stamps. Sales of stamps and Series "E" Bonds exceeded \$4,000,000, a 100% increase over the previous year.

During the year, John B. Boyle, Director of Real Estate, and Edward Staley, Director of Store Operations, were elected Vice-Presidents of the company.

It is with deep regret that we announce the death on February 25, 1944 of Karl Dana Gardner, a Director and former President of the company. Mr. Gardner joined the company in 1913 on graduating from college and worked his way up through every level of the organization to the presidency. He made a real contribution to the growth and success of the company.

#### **Government Regulation**

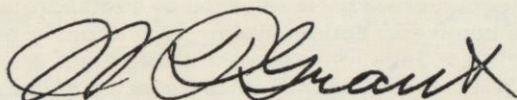
The public press has contained numerous references to litigation between your company and the Office of Price Administration relative to the "highest price line limitation" provision of the Maximum Price Regulation 330. No question of overcharging customers for any article is involved. Your company is vigorously protesting this provision and will continue to do so because it is not price control. This provision is not used in determining the specific selling prices for which any particular item of merchandise may be sold, but is an attempt to limit the character and quality of merchandise lines which may be carried. It is a needless and harmful restriction of the activities of your company as well as of all other distributors of low-priced merchandise, and has resulted in encouraging abnormal and unwarranted increases in selling prices of women's, misses' and children's outerwear, viz: coats, suits, dresses, blouses and skirts. By a maze of technicalities, your company has been forced into the very unusual position of having to appeal to governmental agencies for the right to distribute such merchandise at prices lower than are currently being charged by competitors.

With the wide assortment of merchandise handled by the company, it is estimated that over 1,000 government wartime regulations directly affect its operations. It is recognized that emergency regulations are necessary in wartime, and every effort is being made to familiarize our employees with regulations affecting their work.

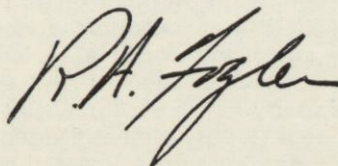
### **Future Outlook**

Currently sales are approximating the high levels of corresponding months of 1943. There is increasing difficulty in securing lines which normally contribute a large portion of our sales volume, particularly in lower priced textile and wearing apparel lines. Losses in sales in these lines are being overcome through aggressive merchandising of lines which are available, but sizable increases in sales cannot be anticipated until there is a more general availability of merchandise.

We look forward to the time when the war will end and the company can build for the future. The return of men now in military service will reestablish our managerial organization. The resumption of full manufacturing production of civilian goods will permit the normal merchandising of wide assortments of popular priced merchandise which make Grant stores interesting to customers. The elimination of restrictions on construction will enable the modernization of existing stores and expansion into new cities. Four locations for new stores have been acquired and in five cities where stores are now operated, new and larger locations have been purchased or are now under lease for post-war use.



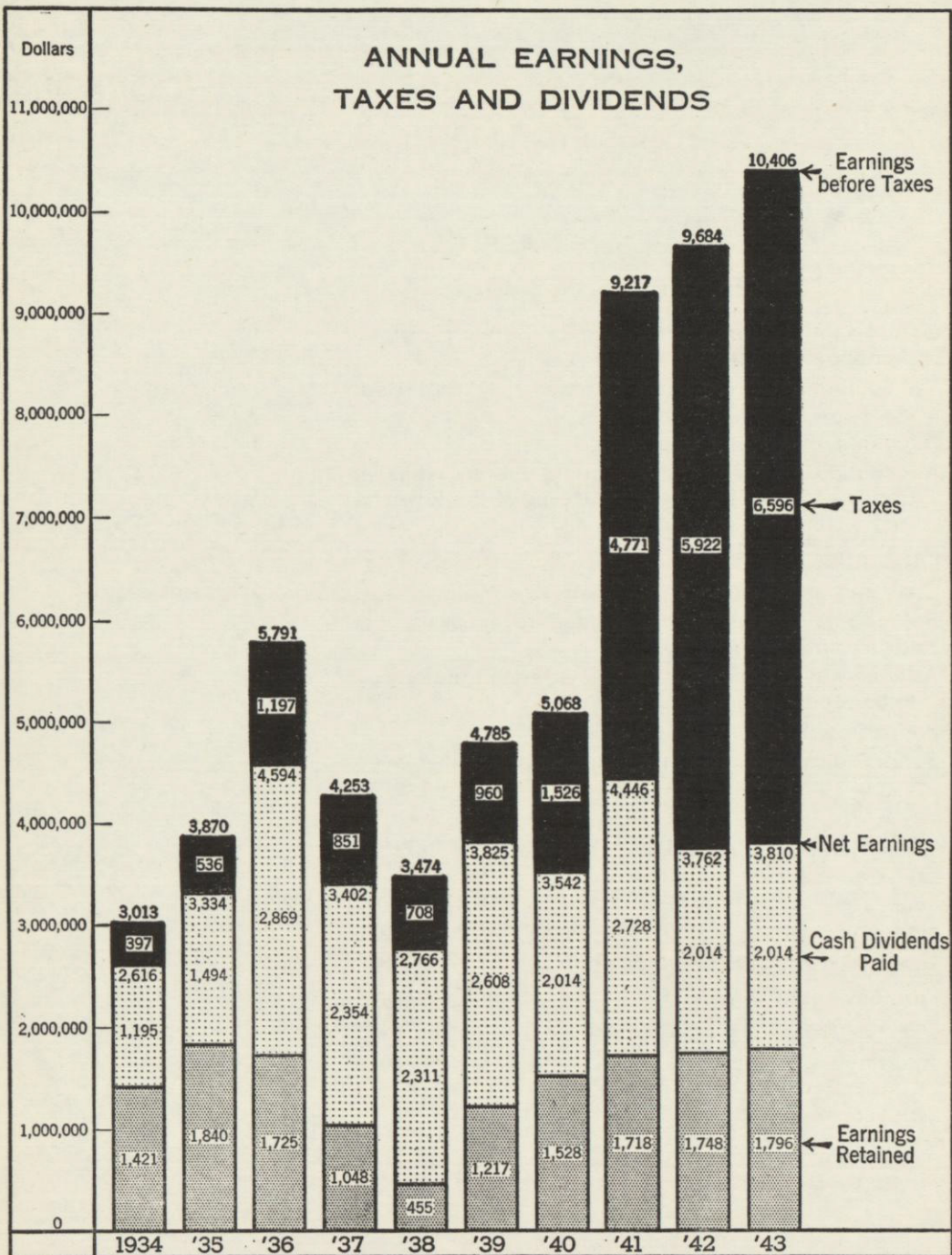
*Chairman of the Board of Directors*



*President*



## ANNUAL EARNINGS, TAXES AND DIVIDENDS



**W. T. GRANT**  
AND SUBSIDIARIES  
**CONSOLIDATED**  
January

**ASSETS**

**CURRENT ASSETS**

Cash . . . . .	\$11,490,309	
United States War Savings Bonds, Series F—at redemption value . . . . .	145,698	
United States War Savings Stamps (for resale)—at cost . . . . .	53,726	
Accounts receivable, claims, etc. . . . .	517,411	
Merchandise inventories, including merchandise in transit—\$2,694,698 (at not in excess of the lower of cost or market) . . . . .	24,132,446	\$36,339,590

**OTHER ASSETS**

Cash surrender value of life insurance . . . . .	\$ 1,692,036	
Refundable portion (post-war) of federal excess profits tax—estimated . . . . .	923,000	
Advances to and security deposited with landlords—to be repaid over a term of years . . . . .	312,733	
Real estate mortgages receivable . . . . .	67,000	
Sundry accounts and investments; funds in closed banks and restricted balances (less reserve of \$18,189) . . . . .	40,188	3,034,957

**STORE PROPERTIES, FIXTURES AND IMPROVEMENTS  
(At Cost)**

Land . . . . .	\$ 6,095,081	
Buildings . . . . .	\$3,287,241	
Less reserve for depreciation . . . . .	1,276,808	2,010,433
Furniture and fixtures . . . . .	\$8,538,078	
Less reserve for depreciation . . . . .	3,973,428	4,564,650
Alterations and improvements to leased properties (this amount is being amortized over a period not in excess of the term of the leases involved) . . . . .	5,833,000	18,503,164

**DEFERRED CHARGES**

Prepaid taxes, rents and insurance, supplies, etc. . . . .		2,089,540
		\$59,967,251

NOTE:—The subsidiary, W. T. Grant Realty Corporation, is contingently liable by it covering three store properties subsequently sold subject to the Company. There are no other contingent liabilities except the

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## BALANCE SHEET

31, 1944

### LIABILITIES

#### CURRENT LIABILITIES

Accounts payable, including liability for merchandise in transit . . . . .	\$ 8,655,847		
Real estate mortgages and mortgage bonds payable within one year . . . . .	145,289		
Accrued accounts . . . . .	1,329,048		
Federal taxes on income—estimated . . . . .	\$7,520,000		
Less United States Tax Notes purchased for payment of such taxes when due . . . . .	6,000,000	1,520,000	\$11,650,184

#### DEFERRED LIABILITIES

Real estate mortgages and mortgage bonds payable 1945 to 1961 . . . . .	\$ 4,783,870		
Tenants' deposits under leases . . . . .	31,265		4,815,135

#### RESERVES

For repainting stores . . . . .	\$ 324,638		
For taxes or other contingencies . . . . .	267,429		
For flood losses . . . . .	67,418		659,485

#### CAPITAL STOCK AND SURPLUS

Capital stock:			
5% Cumulative Preferred—par value \$20.00 per share, redeemable at \$22.00 per share:			
Authorized 400,000 shares;			
issued — 350,138½ shares (including 1,304¾ shares in treasury) . . . . .	\$ 6,976,675		
Common—par value \$10.00 per share:			
Authorized 1,500,000 shares;			
issued—1,190,554 shares (including 1,200 shares in treasury) . . . . .	11,893,540	\$18,870,215	
Surplus (of which \$15,295,784 was earned prior to formation of the parent company on November 27, 1937, and \$8,676,448 was earned subsequently) . . . . .	23,972,232		42,842,447
			<u>\$59,967,251</u>

ntly liable on mortgages, aggregating \$259,400 at date of sale, created ect thereto and now under lease to and occupied by W. T. Grant use incident to the normal course of the companies' business.

# W. T. GRANT COMPANY

AND SUBSIDIARY COMPANY

## CONSOLIDATED PROFIT AND LOSS STATEMENT

Fiscal Year Ended January 31, 1944

SALES . . . . .		\$163,983,317
COST OF MERCHANDISE SOLD AND OPERATING EXPENSES . . . . .		<u>151,762,469</u>
		\$ 12,220,848
OTHER DEDUCTIONS, less sundry income of \$52,586 . . . . .		<u>22,980</u>
		\$ 12,197,868
DEDUCT:		
Provision for depreciation and amortization of leasehold improvements . . . . .	\$1,681,043	
Interest paid, less interest earned of \$62,568 . . . . .	<u>110,480</u>	1,791,523
PROFIT BEFORE FEDERAL TAXES ON INCOME . . . . .		\$ 10,406,345
Provision for federal income tax and surtax . . . . .	\$2,114,000	
Provision for federal excess profits tax \$4,980,000 . . . . .		
Less refundable portion (post-war) . . . . .	<u>498,000</u>	4,482,000
NET PROFIT FOR YEAR . . . . .		<u>6,596,000</u>
		\$ 3,810,345

## CONSOLIDATED SURPLUS

Fiscal Year Ended January 31, 1944

BALANCE at February 1, 1943 . . . . .		\$ 22,175,813
ADD:		
Net profit for year . . . . .		<u>3,810,345</u>
		\$ 25,986,158
DEDUCT:		
Cash Dividends:		
On 5% Cumulative Preferred Stock — \$20.00 par value:		
Four quarterly dividends of 25c each, aggregating \$1.00 per share . . . . .	\$ 348,830	
On Common Stock — \$10.00 par value:		
Four quarterly dividends of 35c each, aggregating \$1.40 per share . . . . .	<u>1,665,096</u>	
TOTAL DIVIDENDS . . . . .		2,013,926
BALANCE at January 31, 1944 . . . . .		<u>\$ 23,972,232</u>

## AUDITORS' REPORT

To the Board of Directors,  
W. T. Grant Company,  
New York, N. Y.

We have examined the consolidated balance sheet of W. T. Grant Company and its subsidiary as of January 31, 1944, and the consolidated statements of profit and loss and surplus of this Company and its subsidiary for the year then ended, have reviewed the system of internal control and the accounting procedures of the companies and, without making a detailed audit of the transactions, have examined or tested accounting records of the companies and other supporting evidence, by methods and to the extent we deemed appropriate. Our examination was made in accordance with generally accepted auditing standards applicable in the circumstances and included all procedures which we considered necessary.

In our opinion, the accompanying consolidated balance sheet and related consolidated statements of profit and loss and surplus present fairly the position of W. T. Grant Company and its subsidiary at January 31, 1944, and the results of the operations of the Company and its subsidiary for the year, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

ERNST & ERNST

New York, N. Y.  
April 12, 1944.

# W. T. GRANT COMPANY

## COMPARATIVE CONSOLIDATED INCOME ACCOUNTS

### FISCAL YEAR

(Which ends January 31 of subsequent calendar year)

	1943	1942	1941	1940	1939
SALES . . . . .	\$163,983,317	\$154,204,453	\$130,555,907	\$111,774,965	\$103,761,685
LESS: Cost of merchandise sold and operating expenses	151,762,469	142,736,506	119,952,762	105,198,850	97,410,413
	12,220,848	11,467,947	10,603,145	6,576,115	6,351,272
OTHER DEDUCTIONS (net) . . . . .	22,980	32,521	(89,311)	135,600	174,930
	12,197,868	11,435,426	10,692,456	6,440,515	6,176,342
DEDUCT:					
Interest paid less interest earned . . . . .	110,480	170,468	69,786	37,139	55,225
Allowance for depreciation and amortization . . . . .	1,681,043	1,581,235	1,405,277	1,335,165	1,336,121
Provision for federal income tax . . . . .	2,114,000	2,096,500	2,506,000	1,407,000	960,000
Provision for federal excess profits tax . . . . .	4,482,000	3,825,000	1,400,000	119,000	—
Provision for taxes or other contingencies . . . . .	—	—	865,000	—	—
NET INCOME . . . . .	\$ 3,810,345	\$ 3,762,223	\$ 4,446,393	\$ 3,542,211	\$ 3,824,996

### COMPARATIVE CONSOLIDATED SURPLUS ACCOUNTS

#### FISCAL YEAR

(Which ends January 31 of subsequent calendar year)

	1943	1942	1941	1940	1939
SURPLUS—BEGINNING OF YEAR . . . . .	\$22,175,813	\$20,427,516	\$18,708,661	\$17,146,128	\$15,929,588
ADD:					
Net income for year as above . . . . .	3,810,345	3,762,223	4,446,393	3,542,211	3,824,996
Unused provision for 1937 reorganization expenses . . . . .	—	—	—	34,247	—
	25,986,158	24,189,739	23,155,054	20,722,586	19,754,584
DEDUCT:					
Preferred dividends . . . . .	348,830	348,830	348,830	348,830	348,683
Common dividends . . . . .	1,665,096	1,665,096	2,378,708	1,665,095	2,259,773
SURPLUS—END OF YEAR . . . . .	\$23,972,232	\$22,175,813	\$20,427,516	\$18,708,661	\$17,146,128

# COMPARATIVE CONSOLIDATED BALANCE SHEETS

## AT END OF FISCAL YEAR

(January 31 of subsequent calendar year)

	1943	1942	1941	1940	1939
<b>ASSETS:</b>					
Cash	\$11,490,309	\$11,154,181	\$ 8,873,834	\$ 8,716,863	\$ 9,039,744
United States War Savings Bonds and Stamps	199,424	159,213	49,950	—	—
Accounts receivable	517,411	305,138	308,677	235,146	256,315
Merchandise inventories	24,132,446	21,675,697	25,482,342	17,782,398	13,287,606
<b>TOTAL CURRENT ASSETS</b>	<b>36,339,590</b>	<b>33,294,229</b>	<b>34,714,803</b>	<b>26,734,407</b>	<b>22,593,665</b>
Cash surrender value of life insurance	1,692,036	1,595,834	1,494,281	1,390,770	1,288,286
Refundable portion (post-war) of excess profits tax—estimated	923,000	425,000	—	—	—
Advances and security with landlords	312,733	365,090	428,543	464,869	546,756
Miscellaneous investments, employees accounts receivable, etc. (net)	107,188	247,882	711,341	479,356	510,505
Land and buildings, depreciated	8,105,514	7,878,586	7,950,669	7,136,998	7,451,241
Furniture and fixtures, depreciated	4,564,650	4,776,590	3,860,823	3,406,298	3,129,346
Alterations and improvements (net)	5,833,000	6,396,372	6,336,767	6,134,145	5,566,361
Deferred charges	2,089,540	2,002,331	1,823,480	1,356,980	1,164,136
<b>TOTAL ASSETS</b>	<b>\$59,967,251</b>	<b>\$56,981,914</b>	<b>\$57,320,707</b>	<b>\$47,103,823</b>	<b>\$42,260,296</b>
<b>LIABILITIES AND CAPITAL:</b>					
Accounts payable	\$ 8,655,847	\$ 7,763,007	\$ 7,225,402	\$ 4,216,350	\$ 1,756,771
Dividends payable	—	—	713,612	—	—
Real estate bonds and mortgages payable—current	145,289	348,515	138,167	171,900	127,300
Accrued accounts	1,329,048	1,137,802	913,881	958,373	957,822
Federal taxes on income—estimated (after deduction for 1941 and subsequent years of U. S. Tax Notes)	1,520,000	1,595,530	2,946,416	1,517,063	965,891
<b>TOTAL CURRENT LIABILITIES</b>	<b>11,650,184</b>	<b>10,844,854</b>	<b>11,937,478</b>	<b>6,863,686</b>	<b>3,807,784</b>
Real estate bonds and mortgages payable—deferred	4,783,870	4,530,184	4,889,898	2,367,275	2,201,075
Tenants deposits under leases	31,265	26,715	22,140	16,840	3,540
Reserve for reprinting stores	324,638	300,767	265,630	252,196	224,464
Reserve for taxes or other contingencies	267,429	183,471	865,000	—	—
Reserve for flood losses	67,418	49,885	42,750	24,750	6,750
<b>Capital stock:</b>					
Preferred—5% cumulative \$20 par value	6,976,675	6,976,685	6,976,755	6,976,875	6,977,015
Common—\$10 par value	11,893,540	11,893,540	11,893,540	11,893,540	11,893,540
Surplus	23,972,232	22,175,813	20,427,516	18,708,661	17,146,128
<b>TOTAL LIABILITIES AND CAPITAL</b>	<b>\$59,967,251</b>	<b>\$56,981,914</b>	<b>\$57,320,707</b>	<b>\$47,103,823</b>	<b>\$42,260,296</b>



## 493 GRANT STORES

### ALABAMA (6)

Anniston  
Birmingham  
Decatur  
Gadsden  
Huntsville  
Mobile

### ARKANSAS (1)

Pine Bluff

### CALIFORNIA (10)

Berkeley  
Fresno  
Huntington Park  
Los Angeles (2)  
Oakland  
Sacramento  
San Jose  
Santa Barbara  
Santa Monica

### COLORADO (1)

Denver

### CONNECTICUT (26)

Bridgeport (2)  
Danbury  
Danielson  
Derby  
Greenwich  
Hartford  
Manchester  
Meriden  
Middletown  
Milford  
New Britain  
New Haven  
New London  
New Milford  
Putnam  
Rockville  
Southington  
Stamford  
Thomaston  
Thompsonville  
Torrington  
Wallingford  
Waterbury  
Willimantic  
Winsted

### DELAWARE (3)

Dover  
Milford  
Wilmington

### FLORIDA (6)

Jacksonville  
Lakeland  
Miami  
Orlando  
Tampa (2)

### GEORGIA (7)

Albany  
Atlanta  
Augusta  
Brunswick  
Macon  
Savannah  
Valdosta

### ILLINOIS (16)

Alton  
Aurora  
Belleville  
Chicago (3)  
Decatur  
East St. Louis  
Elgin  
Galesburg  
Jacksonville  
Joliet  
Peoria  
Quincy  
Rockford  
Springfield

### INDIANA (9)

Evansville  
Fort Wayne  
Gary  
Hammond  
Indianapolis  
Michigan City  
New Albany  
Newcastle  
South Bend

### IOWA (4)

Clinton  
Davenport  
Ottumwa  
Waterloo

### KANSAS (4)

Hutchinson  
Pittsburg  
Topeka  
Wichita

### KENTUCKY (2)

Louisville  
Paducah

### LOUISIANA (5)

Alexandria  
Baton Rouge  
Monroe  
New Orleans  
Shreveport

### MAINE (12)

Bangor  
Bath  
Brunswick  
Calais  
Fort Kent  
Gardiner  
Lewiston  
Old Town  
Portland  
Sanford  
Skowhegan  
Van Buren

### MARYLAND (4)

Baltimore  
Cambridge  
Crisfield  
Hagerstown

### MASSACHUSETTS (72)

Adams  
Arlington  
Athol  
Beverly  
Boston (12)  
Brockton  
Cambridge  
Chelsea  
Chicopee  
Clinton  
Danvers  
Easthampton  
Everett  
Fall River  
Fitchburg  
Frammingham  
Franklin  
Gardner  
Gloucester  
Great Barrington  
Haverhill  
Holyoke  
Hudson  
Hyannis  
Lawrence  
Leominster  
Lynn (2)  
Malden  
Marlboro  
Medford  
Melrose  
Middleboro  
Milford  
Natick  
Needham  
New Bedford (2)  
Norfolk Downs  
North Adams  
North Attleboro  
Norwood  
Palmer  
Peabody  
Pittsfield  
Plymouth  
Reading

Rockland  
Salem  
Somerville  
Stoneham  
Taunton  
Wakefield  
Waltham  
Ware  
Watertown  
Webster  
Westfield  
Weymouth  
Woburn  
Worcester

### MICHIGAN (9)

Detroit (2)  
Grand Rapids  
Hamtramck  
Kalamazoo  
Lansing  
Muskegon  
Saginaw  
St. Joseph

### MINNESOTA (4)

Minneapolis  
Rochester  
St. Paul  
Winona

### MISSISSIPPI (1)

Jackson

### MISSOURI (4)

Kansas City  
St. Joseph  
St. Louis  
Springfield

### NEBRASKA (2)

Lincoln  
Omaha

### NEW HAMPSHIRE (9)

Berlin  
Concord  
Derry  
Dover  
Franklin  
Manchester  
Nashua  
Portsmouth  
Rochester

### NEW JERSEY (27)

Bayonne  
Bloomfield  
Bridgeton  
Burlington  
Camden  
Collingswood  
Dover  
Hackensack  
Hoboken  
Jersey City (3)



# IN 39 STATES



Millville  
Mount Holly  
Newark (2)  
New Brunswick  
Passaic  
Paterson  
Plainfield  
Rahway  
Riverside  
Somerville  
Trenton  
Union City  
Vineland  
West New York

## NEW YORK (87)

Albany  
Amsterdam  
Batavia  
Bath  
Bay Shore, L. I.  
Beacon  
Binghamton  
Buffalo (8)  
Canandaigua  
Carthage  
Catskill  
Corning  
Cortland  
Dansville  
Elmira  
Freeport, L. I.  
Geneva  
Glen Cove, L. I.  
Glens Falls  
Gouverneur  
Great Neck, L. I.  
Hempstead, L. I.  
Herkimer  
Hudson Falls  
Huntington, L. I.  
Ilion  
Jamestown  
Johnstown  
Kenmore  
Kingston  
Lackawanna  
Lockport  
Lynbrook, L. I.  
Mechanicville  
Medina  
Middletown  
New York  
Bronx (4)  
Brooklyn (2)  
Manhattan (5)  
Queens (4)  
New Rochelle  
Niagara Falls  
Norwich  
Olean  
Oneida  
Oneonta  
Oyster Bay, L. I.  
Patchogue, L. I.  
Penn Yan  
Port Chester

Port Jervis  
Poughkeepsie  
Riverhead, L. I.  
Rochester  
Rockville Center, L. I.  
Rome  
Schenectady  
Seneca Falls  
Syracuse (2)  
Tonawanda  
Troy  
Utica  
Watertown  
Warsaw  
Westfield  
Wellsville  
White Plains  
Yonkers

## NORTH CAROLINA (10)

Charlotte  
Concord  
Elizabeth City  
Goldsboro  
Greensboro  
Greenville  
Hickory  
Kannapolis  
Kinston  
Raleigh

## NORTH DAKOTA (1)

Fargo

## OHIO (26)

Akron  
Barberton  
Bellaire  
Bellevue  
Cambridge  
Canton  
Circleville  
Cleveland  
Columbus  
Conneaut  
Dayton  
Delphos  
East Liverpool  
Elyria  
Kent  
Lima  
Mansfield  
Marion  
Middletown  
New Philadelphia  
Newark  
Norwalk  
Portsmouth  
Steubenville  
Youngstown

## OKLAHOMA (2)

Muskogee  
Oklahoma City

## PENNSYLVANIA (64)

Altoona  
Bangor

Beaver Falls  
Berwick  
Blairsville  
Bloomsburg  
Butler  
Carlisle  
Chambersburg  
Columbia  
Conshohocken  
Danville  
Elizabethtown  
Ellwood City  
Erie  
Freeland  
Greenville  
Hazleton  
Homestead  
Honesdale  
Huntingdon  
Jeannette  
Johnstown  
Lancaster  
Lock Haven  
McKeesport  
Mahanoy City  
Middletown  
Milton  
Mount Pleasant  
Mount Union  
New Kensington  
Norristown  
Oil City  
Palmerton  
Philadelphia (4)  
Philipsburg  
Phoenixville  
Pittston  
Pittsburgh (2)  
Pottstown  
Pottsville  
Reading  
Sayre  
Scranton  
Shamokin  
Shippensburg  
Sunbury  
Tarentum  
Titusville  
Towanda  
Uniontown  
Upper Darby  
Washington  
Waynesboro  
West Chester  
Wilkinsburg  
Williamsport  
Windber  
York

## RHODE ISLAND (5)

Newport  
Pawtucket  
Providence  
West Warwick  
Woonsocket

## SOUTH CAROLINA (3)

Charleston  
Columbia  
Greenville

## TENNESSEE (5)

Bristol  
Chattanooga  
Kingsport  
Memphis  
Nashville

## TEXAS (13)

Abilene  
Beaumont  
Brownsville  
Corpus Christi  
Dallas  
El Paso  
Fort Worth  
Galveston  
Houston  
Port Arthur  
San Antonio  
Waco  
Wichita Falls

## UTAH (2)

Ogden  
Salt Lake City

## VERMONT (5)

Bennington  
Burlington  
Newport  
St. Johnsbury  
Springfield

## VIRGINIA (13)

Charlottesville  
Clifton Forge  
Danville  
Fredericksburg  
Norfolk  
Harrisonburg  
Hopewell  
Lynchburg  
Newport News  
Petersburg  
Portsmouth  
Richmond  
Roanoke

## WEST VIRGINIA (6)

Beckley  
Clarksburg  
Elkins  
Huntington  
Parkersburg  
Weston

## WISCONSIN (7)

Fond du Lac  
Green Bay  
Madison  
Milwaukee (2)  
Oshkosh  
Sheboygan





